

1.0 Department of Commerce

Summary

The Utah Department of Commerce is the licensing and registration agency for Utah's professional and corporate community. Business registrations, professional licensing, consumer protection and education, oversight of public utilities and the monitoring of the real estate and securities industries all fall within the scope of the Department.

| | Analyst FY 2002 | Analyst FY 2002 | Analyst FY 2002 |
|--------------------------------------|--------------------|--------------------|--------------------|
| Financing | Base | Changes | Total |
| Federal Funds | \$138,400 | \$0 | \$138,400 |
| Dedicated Credits Revenue | 366,800 | 39,000 | 405,800 |
| GFR - Cert Nurse Midwife Ed. & Enf | 10,000 | | 10,000 |
| GFR - Commerce Service | 14,350,100 | 397,700 | 14,747,800 |
| GFR - Factory Built Housing Fees | 104,400 | | 104,400 |
| Real Estate Education and Recovery | 2,000 | | 2,000 |
| Beginning Nonlapsing | 138,800 | | 138,800 |
| Closing Nonlapsing | (138,900) | | (138,900) |
| Total | \$14,971,600 | \$436,700 | \$15,408,300 |
| Programs | | | _ |
| Administration | \$1,473,400 | \$0 | \$1,473,400 |
| Occupational & Professional Licensir | 5,391,100 | | 5,391,100 |
| Securities | 1,119,700 | 67,000 | 1,186,700 |
| Consumer Protection | 697,900 | | 697,900 |
| Corporations and Commercial Code | 1,567,700 | 217,000 | 1,784,700 |
| Real Estate | 999,700 | 152,700 | 1,152,400 |
| Public Utilities | 2,858,600 | | 2,858,600 |
| Committee of Consumer Services | 640,200 | | 640,200 |
| Building Operations and Maintenance | 223,300 | | 223,300 |
| Total | \$14,971,600 | \$436,700 | \$15,408,300 |
| | | | |
| FTE/Other | | | |
| Total FTE | 239 | 4 | 243 |
| Vehicles | 32 | | 32 |

Funding for the Department is primarily from the Commerce Service Fund. This is made up of fees collected by the Department. By statute, fees collected over the amount appropriated to the Department are to be deposited into the General Fund. Every year, an unused portion of the Commerce Service Fund is added to the General Fund. The Department also receives revenue from Dedicated Credits, Trust Funds, and a small amount of Federal Funds.

Department Mission Statement

The mission statement of the Department reads: "The Utah Department of Commerce mission is to protect public interest by ensuring fair commercial and professional practices.

Utah Tomorrow

The Utah Department of Commerce has been involved with Utah Tomorrow since its inception. Areas affected include Economic Development, Free Enterprise and Regulatory Systems. The Department contributes to the State business climate and the free enterprise opportunities for growth and expansion within the State. It works jointly with other State Departments, including the Department of Community and Economic Development, the Public Service Commission, and the Utah State Tax Commission.

The Department has established an elaborate system of goals, outcome measures and tracking items. Some of these are listed with the respective budgets.

Department Revenue

The Utah Department of Commerce generates a large amount of revenue through fees and penalties. This revenue goes to the Commerce Service Fund. Unallocated amounts of projected revenue is added to the General Fund. It has become a significant source of revenue to the General Fund. The chart below compares the last few years of revenue verses appropriations to the Department.

| Department of Commerce | | | | | |
|------------------------|--------------|---------------|-------------------|--|--|
| Fiscal Year | Revenue | Appropriation | Difference | | |
| FY 1998 | \$19,241,746 | \$12,748,500 | \$6,493,246 | | |
| FY 1999 | \$22,244,025 | \$13,170,700 | \$9,073,700 | | |
| FY 2000 | \$20,618,524 | \$14,090,100 | \$6,528,424 | | |

2.0 Issues: Department of Commerce

2.1 HB 107 (2000 General Session) Fiscal Note

House Bill 107, Utah Residential Mortgage Practices Act was passed by the 2000 Legislature with a fiscal note of \$219,500 the first year (FY 2001) and \$418,400 for FY 2002. An addition of \$113,700 from the Commerce Service Fund and \$39,000 from Dedicated Credits is required to bring the Department up to full funding for this activity. Additional revenue is generated to both the Commerce Service Fund and to Dedicated Credits Revenue by the provisions of the bill. The Analyst recommends full funding of this legislation.

Commerce Service Fund \$113,700 Dedicated Credit Revenue \$ 39,000

2.2 Securities Examiner II

The Utah Securities Industry has grown about 5,000 to 8,000 brokers a year for the last several years. There are over 85,000 brokers and approximately 2,000 dealers being monitored by two examiners and one supervisor at the present time. The Securities Division generates a significant amount of revenue, most of which goes to the General Fund. The Analyst recommends funding of \$67,000 from the Commerce Service Fund.

Commerce Service Fund \$67,000

2.3 Office Technicians for the Division of Corporations

The Division of Corporations has been most significantly impacted by the failures of the Department's Licensing Enforcement System (LES). The Department seems to be making progress in finalizing the system development and implementation. The recommendation will address two related problems, a mandated workload increase and a backlog due to technical system failure.

The Analyst recommends three additional FTE funded with \$117,000. A two business-day turn-around of rejections is required which must include detailed reasons for rejection. Additional funding of \$100,000 from Beginning Balances is also recommended to address the data entry and processing backlog through contractual services.

 Commerce Service Fund
 \$117,000

 Beginning Balances
 \$100,000

3.1 Programs: Department of Commerce - Administration

Recommendation

The Analyst recommends funding of \$1,473,400 from the Commerce Service Fund.

| | 2000 | 2001 | 2002 | Est/Analyst |
|------------------------|-------------|-------------|-------------|-------------|
| Financing | Actual | Estimated | Analyst | Difference |
| GFR - Commerce Service | \$1,290,500 | \$1,491,000 | \$1,473,400 | (\$17,600) |
| Transfers | 330,000 | | | 0 |
| Beginning Nonlapsing | 300,000 | 735,000 | | (735,000) |
| Closing Nonlapsing | (735,000) | | | 0 |
| Lapsing Balance | 360,100 | | | 0 |
| Total | \$1,545,600 | \$2,226,000 | \$1,473,400 | (\$752,600) |
| | | | | |
| Expenditures | | | | |
| Personal Services | \$1,111,000 | \$1,256,100 | \$1,193,500 | (\$62,600) |
| In-State Travel | 800 | 1,000 | 1,000 | 0 |
| Out of State Travel | 2,700 | 2,000 | 2,000 | 0 |
| Current Expense | 305,400 | 251,900 | 206,500 | (45,400) |
| DP Current Expense | 110,300 | 683,500 | 70,400 | (613,100) |
| DP Capital Outlay | 5,600 | 31,500 | | (31,500) |
| Capital Outlay | 9,800 | | | 0 |
| Total | \$1,545,600 | \$2,226,000 | \$1,473,400 | (\$752,600) |
| | | | | : |
| FTE/Other | | | | |
| Total FTE | 20 | 20 | 20 | |

Purpose

The Administration provides overall management and oversight to the Department of Commerce. Administration includes centralized accounting, payroll, personnel, and budgeting functions. Information Technology Management is mostly centralized under Administration. The various law proceedings of the Department are coordinated through Administration.

Goals and Performance Measures

Continue identifying and taking appropriate steps to eliminate laws and rules unnecessary for the public's protection, particularly those which are unduly burdensome on legitimate businesses and professionals. *Performance Measure: Number of laws and rules streamlined or eliminated during the past fiscal year.*

Provide outstanding internal and external customer service by providing timely, knowledgeable, easily accessible, and courteous responses to consumer complaints, requests for information, and licensure applications or renewals. Performance Measures: a} Number of complaints as a percentage of licensees, as reported via customer satisfaction surveys, response cards, and online complaints. b} Average complaint resolution time. b} Reduction in number of Commerce functions requiring in-person transactions. c} Reduction in licensure and renewal turn-around times. The Department has been unable to determine these indicators due to the implementation of a new computer system.

Assist professions in complying with laws and rules through communication and education. Performance Measures: Number of public presentations, news releases, brochures distributed, and newsletter circulation.

Take appropriate and timely action against violators or regulatory laws. Performance Measures: Percent of complaints resulting in formal investigation and licensee actions as a percent of total licensees.

LAST YEAR'S PERFORMANCE MEASURES:

- 1. Commerce-related laws streamlined or eliminated in past fiscal year: Approximately 20.
- 2. Outreach efforts in FY 2000 compared with FY 1999: 107 public presentations, 71,700 newsletters distributed.

3.2 Programs: Department of Commerce - Division of Occupational and Professional Licensing

Recommendation

The Analyst recommends an ongoing budget of \$5,391,100. The primary source of funding is the Commerce Service Fund. Funding is recommended from two additional General Fund Restricted Accounts. Funds are collected, but authorization must be given by appropriation to make them available to be spent.

| | 2000 | 2001 | 2002 | Est/Analyst |
|------------------------------------|-------------|-------------|-------------|-------------|
| Financing | Actual | Estimated | Analyst | Difference |
| General Fund | \$35,000 | | | |
| Dedicated Credits Revenue | 290,000 | \$294,400 | \$293,600 | (\$800) |
| GFR - Cert Nurse Midwife Ed. & Enf | | | 10,000 | 10,000 |
| GFR - Commerce Service | 5,202,100 | 5,204,100 | 4,983,200 | (220,900) |
| GFR - Factory Built Housing Fees | | | 104,400 | 104,400 |
| Beginning Nonlapsing | 90,200 | 138,800 | 138,800 | |
| Closing Nonlapsing | (138,800) | (138,800) | (138,900) | (100) |
| Lapsing Balance | (693,900) | | | |
| Total | \$4,784,600 | \$5,498,500 | \$5,391,100 | (\$107,400) |
| | | | | |
| Expenditures | | | | |
| Personal Services | \$3,637,900 | \$4,144,400 | \$4,071,000 | (\$73,400) |
| In-State Travel | 46,900 | 62,500 | 62,500 | 0 |
| Out of State Travel | 32,300 | 70,000 | 70,000 | 0 |
| Current Expense | 894,400 | 993,500 | 942,400 | (51,100) |
| DP Current Expense | 126,700 | 179,600 | 202,200 | 22,600 |
| DP Capital Outlay | 27,500 | 48,500 | 43,000 | (5,500) |
| Other Charges/Pass Thru | 18,900 | | 0 | 0 |
| Total | \$4,784,600 | \$5,498,500 | \$5,391,100 | (\$107,400) |
| | | | | |
| FTE/Other | | | | |
| Total FTE | 90 | 90 | 90 | |
| Vehicles | | 24 | 24 | |
| | | | | |

Purpose

The Division of Occupational and Professional Licensing is responsible for the licensing and regulation of approximately fifty-five occupations and professions. Licensure of an occupation or profession is established by law through legislative action.

In addition to issuing and renewing licenses, the Division establishes minimum requirements for licensure, investigates unlawful or unprofessional conduct, and conducts administrative proceedings against individuals who allegedly engage in unlawful or unprofessional conduct.

The Division oversees the Medical Malpractice Prelitigation Hearing Program, the Uniform Building Code Act, the Residence Lien Recovery Fund, the Construction Standards for Manufactured Housing.

Legislative Task Force

The Legislature, during the 2000 General Session, established a legislative / citizen committee to evaluate requests for licensure. This task force has been meeting and has recommended several pieces of legislation for the 2001 General Session.

Residence Lien Recovery Fund Report

The Residence Lien Recovery Fund was established to assist residents and subcontractors to recover unpaid/reimbursed costs associated with building a structure without exceptional costs of time and litigation. The Residence Lien Recovery Fund is required to report annually to the Legislature. The following is FY 2000 information:

| 1) Amounts received by the Fund | \$625,000 |
|--|-------------|
| 2) Disbursements from the Fund | \$388,828 |
| 3) Interest earned and credited to the Fund | \$183,107 |
| 4) The Fund balance as of December 1, 2000 | \$3,296,373 |
| | |
| The Analyst is reporting the following additional information: | |
| 1) Claims filed | 254 |

\$625,000

| 1) Claims filed | 254 |
|---------------------------------|-----------|
| 2) Completed claims | 96 |
| 3) Total value of claims paid | \$388,838 |
| 4) Average amount of paid claim | \$4,050 |
| | |

The fund is solvent and seems to be accomplishing the purpose for which it was established.

Performance Measures

The Investigations performance measures are:

| FY 1999 | FY 2000 | Indicator |
|----------------|---------|---------------------------|
| 4 ,413 | 5,776 | - Complaints Received |
| 4 2,859 | 5,048 | - Investigations Opened |
| 4 2,858 | 2,127 | - Investigations Resolved |
| 4 979 | 1,033 | - Citations Issued |

The Licensing performance measures:

| FY 1999 | FY 2000 Indicator |
|-----------------|---|
| | |
| 4 19,657 | 20,796 - New license applications received |
| • 97,093 | 44,628 - Renewal packages printed and mailed to licensees |
| * 95,224 | 53,500 - Licenses printed and mailed to licensees |

3.3 Program: Department of Commerce - Division of Securities

Recommendation

The Analyst recommends funding of \$1,186,700 from the Commerce Service Fund. The recommendation is a flat budget. Retirement and internal service funds are the only adjustments.

| Financing | 2000 Actual | 2001 Estimated | 2002 Analyst | Est/Analyst Difference |
|--------------------------------|----------------|-------------------|-----------------|---------------------------|
| GFR - Commerce Service | \$1,081,800 | \$1,147,300 | \$1,186,700 | \$39,400 |
| Lapsing Balance | (39,900) | | | 0 |
| Total | \$1,041,900 | \$1,147,300 | \$1,186,700 | \$39,400 |
| Expenditures Personal Services | \$922,200 | \$1,034,100 | \$1,066,600 | \$32,500 |
| In-State Travel | 500 | 2,200 | 2,200 | 0 |
| Out of State Travel | 8,400 | 7,800 | 7,800 | 0 |
| Current Expense | 71,800 | 54,100 | 55,700 | 1,600 |
| DP Current Expense | 39,000 | 42,000 | 41,500 | (500) |
| DP Capital Outlay | | | 12,900 | 12,900 |
| Capital Outlay | | 7,100 | | (7,100) |
| Total | \$1,041,900 | \$1,147,300 | \$1,186,700 | \$39,400 |
| FTE/Other | | | | |
| Total FTE | 20 | 20 | 21 | 1 |
| Vehicles | | 2 | 2 | |

Purpose

The Division of Securities administers and enforces the Utah Uniform Securities Act. They license broker-dealers, agents, investment advisors, investment adviser representatives, and certified dealers. They review registration and exemption filings made by entities issuing securities. The Division investigates violations of the securities act and initiates administrative actions to deny, revoke or suspend licenses or registration where appropriate to stop unlawful activities. They also refer investigations to State or local prosecutors for civil or criminal court action.

Securities Examiner

The Utah Securities Industry has grown about 5,000 to 8,000 brokers a year for the last several years. There are over 85,000 brokers and approximately 2,000 dealers being monitored by two examiners and one supervisor at the present time. The federal securities laws changed in 1996 realigning responsibilities between the federal and state governments. The Federal government Securities and Exchange Commission (SEC) is responsible for firms managing \$20 million in assets or more. The State has responsibility for the firms managing less than \$20 million. Most of the problems in the industry are in the smaller firms.

The Securities Division generates a significant amount of revenue, most of which goes to the General Fund. The Division has not had an increase in personnel since 1994. The Analyst recommends one FTE and funding of \$67,000 from the Commerce Service Fund for a securities examiner.

Performance Measures

The following performance measures were reported by the Department of Commerce for this area.

| Performance Measure | FY | FY | FY |
|--|--------|--------|--------|
| | 1998 | 1999 | 2000 |
| Securities licenses | 71,545 | 74,902 | 88,994 |
| Securities Professionals new licenses | 7,050 | 3,406 | 14,092 |
| Investigative cases closed | 103 | 160 | 66 |
| Filings registered | 4,733 | 4,652 | 5,076 |
| Audits performed | 44 | 31 | 20 |
| Average number of days from complaint to | 180 | 180 | 180 |
| resolution | | | |
| Cases resulting in criminal charges | 18 | 24 | 50 |
| Criminal convictions | 16 | 23 | 28 |

3.4 Program: Department of Commerce - Division of Consumer Protection

Recommendation

The Analyst recommends funding of \$697,900 from the Commerce Service Fund.

| Financing GFR - Commerce Service Lapsing Balance | 2000 Actual \$686,300 (138,500) | 2001 Estimated \$715,200 | 2002 Analyst \$697,900 | Est/Analyst Difference (\$17,300) |
|--|--|--------------------------------|-------------------------------|---|
| Total | \$547,800 | \$715,200 | \$697,900 | (\$17,300) |
| Expenditures | \$406.000 | Фс го г оо | ф <i>с</i> 27, 500 | (015,000) |
| Personal Services In-State Travel | \$486,000 200 | \$652,500 300 | \$637,500 300 | (\$15,000) 0 |
| Out of State Travel Current Expense | 37,000 | 1,000 37,000 | 1,000 34,700 | 0 (2,300) |
| DP Current Expense | 24,600 | 24,400 | 24,400 | 0 |
| Total | \$547,800 | \$715,200 | \$697,900 | (\$17,300) |
| FTE/Other | | | | |
| Total FTE | 14 | 14 | 14 | |
| Vehicles | | 1 | 1 | |

Purpose

The Division of Consumer Protection is responsible for assisting consumers and businesses in dealing with dishonest business practices. The Division has authority under thirteen separate statutes.

Goals and Objectives

The Utah Division of Consumer Protection responds to consumer complaints, prevents and corrects unfair and deceptive business practices, provides relief for consumers and promotes consumer education programs. The goal is to help create a business climate where consumers are knowledgeable and sophisticated and legitimate businesses can flourish.

Performance

The major activity of this budget is the resolution of complaints. The following table lists the activity related to complaints.

| Activity Measure | FY 1997 | FY 1998 | FY 1999 | FY 2000 |
|---|---------|---------|---------|---------|
| Complaints received | 2,869 | 4,135* | 2,285 | 2,439 |
| Complaints assigned | 1,172 | 1,398 | 1,661 | 1,763 |
| Complaints closed (through investigation) | 946 | 1,135 | 2,101 | 1,493 |
| Complaints closed (thru voluntary | | | 857 | 428 |
| compliance) | | | | |

^{*} Several large victim cases, including one which had 1,300 victims.

Activity Highlights:

- ❖ 25,000 plus telephone inquiries resulting in 1,763 assigned incidents;
- ❖ 235 incidents closed through administrative, civil, or criminal action;
- ❖ 25 consumer alerts and press releases warning Utahns against fraud.

3.5 Program: Department of Commerce - Division of Corporations and Commercial Code

Recommendation

The Analyst recommends funding of \$1,784,700 from the Commerce Service Fund.

| Financing GFR - Commerce Service | 2000 Actual \$1,524,600 | 2001 Estimated \$1,593,500 | 2002 Analyst \$1,784,700 | Est/Analyst Difference \$191,200 |
|----------------------------------|-------------------------------|----------------------------------|--|----------------------------------|
| Lapsing Balance | (66,400) | , ,, | , ,, , , , , , , , , , , , , , , , , , , | 0 |
| Total | \$1,458,200 | \$1,593,500 | \$1,784,700 | \$191,200 |
| Expenditures | | | | |
| Personal Services | \$1,062,800 | \$1,114,400 | \$1,186,100 | \$71,700 |
| In-State Travel | 400 | 500 | 500 | 0 |
| Out of State Travel | 4,800 | 5,500 | 6,600 | 1,100 |
| Current Expense | 316,000 | 310,800 | 391,400 | 80,600 |
| DP Current Expense | 74,200 | 157,800 | 159,600 | 1,800 |
| DP Capital Outlay | | 4,500 | 40,500 | 36,000 |
| Total | \$1,458,200 | \$1,593,500 | \$1,784,700 | \$191,200 |
| FTE/Other | | | | |
| Total FTE | 33 | 32 | 35 | 3 |

Purpose

The Division is the State's filing office and repository of all corporations, commercial code, business registration, limited partnerships, limited liability companies, notaries public, collection agencies, trademarks, and agricultural liens. The Division serves all business enterprises by providing registration and informational assistance, expediting customer needs and making available its repository of records and data for public research.

The Division also registers corporate annual reports. The Utah Notary Public Act, and the Utah Commercial Code, and the Uniform Commercial Code are administered by the Division.

Office Technicians and Data Entry Support The Division of Corporations has been most significantly impacted by the failures of the Department's Licensing Enforcement System (LES). This has created a backlog of business licensing and registration. The Department has taken measures to address the problem with moderate success. The Division has communicated with the business community and has authorized overtime to address the system demands. They have been working closely with the vendor and seem to have the situation under control at the moment.

The Analyst recommends three additional FTE funded with \$117,000. A two business-day turn-around of rejections is required which must include detailed reasons for rejection. Additional funding is also recommended to address the data entry and processing backlog, possibly through contractual services.

| Commerce Service Fund | \$117,000 |
|-----------------------|-----------|
| Beginning Balances | \$100,000 |

Performance Measures

Activity and performance measures were reported by the Division:

| Activity / Performance Measure | FY 1998 | FY 1999 | FY 2000 |
|--|---------|---------|---------|
| Transactions processed for the public | 360,000 | 300,000 | 268,910 |
| New business names registered | 14,853 | 15,516 | 16,457 |
| New corporations registered | 9,731 | 9,673 | 10,270 |
| New liability companies registered | 6,924 | 8,567 | 9,152 |
| Telephone calls received from the public | 150,000 | 184,999 | 206,253 |

3.6 Program: Department of Commerce - Division of Real Estate

Recommendation

The Analyst recommends funding of \$1,152,400. Funding is primarily from the Commerce Service Fund. This includes an additional \$113,700 from the Commerce Service Fund and \$39,000 from Dedicated Credit Revenue to fully fund the provisions of House Bill 107, the Utah Residential Mortgage Practices Act. The bill generates its own revenue.

| Financing | 2000 Actual | 2001 Estimated | 2002 Analyst | Est/Analyst Difference |
|---------------------------|----------------|-------------------|-----------------|---------------------------|
| Dedicated Credits Revenue | \$71,100 | \$75,300 | \$112,200 | \$36,900 |
| GFR - Commerce Service | 775,100 | 944,600 | 1,040,200 | 95,600 |
| Lapsing Balance | (5,100) | 0 | 0 | 0 |
| Total | \$841,100 | \$1,019,900 | \$1,152,400 | \$132,500 |
| Expenditures | | | | |
| Personal Services | \$632,800 | \$714,500 | \$777,500 | \$63,000 |
| In-State Travel | 4,000 | 6,500 | 6,500 | 0 |
| Out of State Travel | 6,500 | 16,000 | 14,000 | (2,000) |
| Current Expense | 104,100 | 171,300 | 209,500 | 38,200 |
| DP Current Expense | 27,500 | 30,900 | 29,200 | (1,700) |
| DP Capital Outlay | 0 | 5,400 | 1,400 | (4,000) |
| Other Charges/Pass Thru | 66,200 | 75,300 | 114,300 | 39,000 |
| Total | \$841,100 | \$1,019,900 | \$1,152,400 | \$132,500 |
| FTE/Other | | | | |
| Total FTE | 16 | 16 | 16 | |
| Vehicles | | 1 | 1 | |

Purpose

The Division of Real Estate is responsible for the regulation of the Real Estate industry in Utah. The Division provides public protection in the real estate marketplace through education and licensure. The Division licenses all brokers, sales persons, and appraisers. Complaints are investigated and where necessary, disciplinary proceedings are conducted. The Division screens all subdivided lands and time-share projects and insures full disclosure in offerings. The Division audits broker trust accounts and sales and appraisal practices are monitored to insure they are fair and reasonable. The Division also administers the Utah Residential Mortgage Practices Act and registers mortgage professionals and companies. This function was enhanced with the passage of House Bill 107 "Utah Residential Mortgage Practices Act" (2000).

Funding for House Bill 107 from the 2000 General Session House Bill 107, Utah Residential Mortgage Practices Act was passed by the 2000 Legislature with a fiscal note of \$219,500 the first year (FY 2001) and \$418,400 for FY 2002. An addition of \$113,700 from the Commerce Service Fund and \$39,000 from Dedicated Credits is required to bring the Department up to full funding for this activity. The activities of the bill generate additional revenue to both the General Fund and Dedicated Credit Revenue.

| Commerce Service Fund | \$11 | 3,700 |
|--------------------------|------|-------|
| Dedicated Credit Revenue | \$ 3 | 9,000 |

Performance

The following table lists the activities reported by the Division through FY 2000. They are primarily activity oriented rather than outcome oriented measures:

| Activity Measure | FY 1998 | FY 1999 | FY 2000 |
|-----------------------------------|---------|---------|---------|
| Utahns licensed with the Division | 16,142 | 16,586 | 16,405 |
| Seminars given through the State | 16 | 12 | 12 |
| Licensing exams given | 2,639 | 2,830 | 2,629 |
| Investigations closed | 207 | 189 | 275 |
| Newsletters issued | 8 | 8 | 10 |

3.7 Program: Department of Commerce - Real Estate Education and Recovery Fund

Recommendation

The Analyst recommends funding of \$157,400 from the Real Estate Education and Recovery Fund. This is dedicated revenue which cannot be shifted for other programs or purposes.

| T | 2000 | 2001 | 2002 | Est/Analyst |
|------------------------------------|-----------|-----------|-----------|-------------|
| Financing | Actual | Estimated | Analyst | Difference |
| Real Estate Education and Recovery | \$145,500 | \$148,600 | \$148,400 | (\$200) |
| Beginning Nonlapsing | 23,500 | 17,100 | 9,000 | (8,100) |
| Closing Nonlapsing | (17,100) | (9,000) | | 9,000 |
| Total | \$151,900 | \$156,700 | \$157,400 | \$700 |
| Expenditures | | | | |
| Personal Services | \$90,600 | \$92,400 | \$92,400 | |
| In-State Travel | 100 | 2,800 | 2,800 | |
| Out of State Travel | 4,000 | 4,600 | 4,600 | |
| Current Expense | 56,500 | 52,400 | 50,800 | (\$1,600) |
| DP Current Expense | 700 | 4,500 | 5,800 | 1,300 |
| Total | \$151,900 | \$156,700 | \$157,400 | \$700 |
| FTE/Other | | | | |
| Total FTE | 2 | 2 | 2 | |

Purpose

Title 61, Chapter 2a of the Utah Code Annotated establishes the Real Estate Recovery Fund. The fund is to reimburse the public for damages up to \$10,000, which are incurred by real estate licensees. A balance of \$100,000 is to remain in the fund to satisfy claims. The Fund can also be appropriated "... to provide revenue for improving the real estate profession through education and research with the goal of making real estate salespeople more responsible to the public." The Real Estate Education Program is funded from the balance in the restricted account in excess of the \$100,000. The FY 2000 ending balance in the fund was \$815,350.

3.8 Program: Department of Commerce - Division of Public Utilities

Recommendation

The Analyst recommends funding of \$2,858,600. Approximately 94 percent of this budget is from the Commerce Service Fund. A small amount of funding is from the Federal Pipeline Safety Grant.

| | 2000 | 2001 | 2002 | Est/Analyst |
|------------------------|-------------|------------------|-------------|-------------|
| Financing | Actual | Estimated | Analyst | Difference |
| Federal Funds | \$141,400 | \$138,400 | \$138,400 | \$0 |
| GFR - Commerce Service | 2,759,500 | 2,783,600 | 2,720,200 | (63,400) |
| Lapsing Balance | (224,200) | | | 0 |
| Total | \$2,676,700 | \$2,922,000 | \$2,858,600 | (\$63,400) |
| Expenditures | | | | |
| Personal Services | \$2,415,800 | \$2,552,900 | \$2,497,800 | (\$55,100) |
| In-State Travel | 8,400 | 14,200 | 14,200 | 0 |
| Out of State Travel | 42,100 | 48,800 | 48,800 | 0 |
| Current Expense | 137,200 | 197,900 | 189,000 | (8,900) |
| DP Current Expense | 73,200 | 91,200 | 98,700 | 7,500 |
| DP Capital Outlay | | 17,000 | 10,100 | (6,900) |
| Total | \$2,676,700 | \$2,922,000 | \$2,858,600 | (\$63,400) |
| FTE/Other | | | | |
| Total FTE | 38 | 38 | 38 | |

Purpose

The Division of Public Utilities is responsible for the administration and execution of the rules and orders of the Public Service Commission and State law relative to public utilities. Regulation of utilities is carried out through the oversight of the Division and the quasi-judicial and rule making roles of the Public Service Commission. Regulation substitutes for the normal economic competition among non-regulated business.

There are approximately 55 public utilities operating in Utah. The Division monitors and evaluates the performance of the utilities and their compliance with the law and rulings of the Commission. The Division is charged with insuring the financial health of the utilities while also representing the interest of all classes of rate payers. The issues facing the Division are more complex as utilities seek deregulation and a more competitive market environment.

Pipeline safety is also a key element. The Department's four wheel drive vehicles are used by inspectors for off-road inspection requirements. The Division is also heavily involved with the Legislative task forces looking at the electric industry and deregulation.

Public Utility Regulatory Fee (PERF) The Division prepares the assessment of utility companies to collect the regulatory fee. The PERF is estimated to cover the regulation expenses of the Department and Public Service Commission. See the next page summary.

3.9 Program: Department of Commerce - Division of Public Utilities - Professional and Technical

Recommendation

The Analyst recommends an appropriation of \$116,800, of which two thirds is from the Commerce Service Fund.

| Financing | 2000 Actual | 2001 Estimated | 2002 Analyst | Est/Analyst Difference |
|------------------------|----------------|-------------------|-----------------|---------------------------|
| GFR - Commerce Service | \$100,000 | \$100,000 | \$100,000 | \$0 |
| Beginning Nonlapsing | 146,800 | 66,700 | 16,800 | (49,900) |
| Closing Nonlapsing | (66,700) | (16,800) | | 16,800 |
| Total | \$180,100 | \$149,900 | \$116,800 | (\$33,100) |
| Expenditures | | | | |
| Total | \$180,100 | \$149,900 | \$116,800 | (\$33,100) |
| FTE/Other | | | | |

Purpose

The Division of Public Utilities hires expert witnesses to appear in rate cases before the Public Service Commission. These funds have traditionally been nonlapsing and have been appropriated in a separate line item.

There is a large carry-over balance for FY 2000. The study of deregulation of the electric industry may use much of the available funds during the next year. It is estimated that most of the carry-over funds will be used by the end of FY 2001.

3.10 Program: Department of Commerce - Committee of Consumer Service

Recommendation

The Analyst recommends funding of \$697,900 from the Commerce Service Fund.

| Financing GFR - Commerce Service Lapsing Balance | 2000 Actual \$686,300 (138,500) | 2001 Estimated \$715,200 | 2002 Analyst \$697,900 | Est/Analyst Difference (\$17,300) |
|--|--|--------------------------------|-------------------------------|---|
| Total | \$547,800 | \$715,200 | \$697,900 | (\$17,300) |
| Expenditures | \$406.000 | Фс го г оо | ф <i>с</i> 27, 500 | (015,000) |
| Personal Services In-State Travel | \$486,000 200 | \$652,500 300 | \$637,500 300 | (\$15,000) 0 |
| Out of State Travel Current Expense | 37,000 | 1,000 37,000 | 1,000 34,700 | 0 (2,300) |
| DP Current Expense | 24,600 | 24,400 | 24,400 | 0 |
| Total | \$547,800 | \$715,200 | \$697,900 | (\$17,300) |
| FTE/Other | | | | |
| Total FTE | 14 | 14 | 14 | |
| Vehicles | | 1 | 1 | |

Purpose

The Committee of Consumer Services represents the interests of residential, small business and agricultural rate payers before the Public Service Commission. Its purpose is to represent consumers who might not otherwise have an effective voice before the Commission. The Committee meets as a policy board and determines the cases in which it will participate. The Committee has nine staff members and one Assistant Attorney General.

Intent Language

The Analyst again recommends the following intent language:

It is the intent of the Legislature that unused funding for the Committee on Consumer Services be transferred to the Committee's Professional and Technical Services fund and be nonlapsing.

The purpose for this is to authorize Committee operational savings to be used for additional technical assistance for the caseload they anticipate over the next 18 months. Two major issues: 1) the deregulation of the electric industry; and 2) the merger between Pacificorp and Scottish Power consume a significant amount of resources.

3.11 Program: Department of Commerce - Committee of Consumer Services - Professional and Technical

Recommendation

The Analyst recommends funding of \$335,000. This is primarily from General Fund Restricted Commerce Service Fund. These funds come from the Public Utility Regulatory Fee (PERF). The appropriation continues the increase originally made by the 1999 Legislature. This is an effort to strengthen the utility market in light of events in surrounding states.

| | 2000 | 2001 | 2002 | Est/Analyst |
|------------------------|----------------|------------------|-----------|-------------|
| Financing | Actual | Estimated | Analyst | Difference |
| GFR - Commerce Service | \$335,000 | \$335,000 | \$335,000 | \$0 |
| Transfers | | 163,900 | 0 | (163,900) |
| Beginning Nonlapsing | 197,800 | 46,300 | 0 | (46,300) |
| Closing Nonlapsing | (46,300) | 0 | 0 | 0 |
| Total | \$486,500 | \$545,200 | \$335,000 | (\$210,200) |
| T 114 | | | | |
| Expenditures | 0.4.100 | | | |
| Out of State Travel | \$4,100 | | | |
| Current Expense | 482,400 | \$545,200 | \$335,000 | (\$210,200) |
| Total | \$486,500 | \$545,200 | \$335,000 | (\$210,200) |
| FTE/Other | | | | |

Purpose

The Committee of Consumer Services hires expert witnesses to appear in rate cases before the Public Service Commission. These funds have traditionally been nonlapsing and have been appropriated in a separate line item. Several major issues have contributed to the increased caseload. The issues related to the deregulation of the electric industry and the merger between Pacificorp and Scottish Power have required additional resources for the Committee and this technical assistance.

3.12 Program Department of Commerce - Building Operations and Maintenance

Recommendation

The Analyst recommends funding of \$223,300. This continues the lease at the same rate as FY 2000. Funding is from the General Fund Restricted - Commerce Service Fund with a \$2,000 addition from Trust Accounts.

| Financing | 2000 Actual | 2001 Estimated | 2002 Analyst | Est/Analyst Difference |
|------------------------------------|----------------|-------------------|-----------------|---------------------------|
| GFR - Commerce Service | \$221,300 | \$221,300 | \$221,300 | \$0 |
| Real Estate Education and Recovery | 2,000 | 2,000 | 2,000 | 0 |
| Total | \$223,300 | \$223,300 | \$223,300 | \$0 |
| Expenditures | | | | |
| Current Expense | \$223,300 | \$223,300 | \$223,300 | \$0 |
| Total | \$223,300 | \$223,300 | \$223,300 | \$0 |

Purpose

The Department of Commerce is primarily located at the Heber M. Wells Building off of Third South and First East in Salt Lake City. The building is owned and operated by the Division of Facilities and Construction Management (DFCM) of the State Department of Administrative Services.

Performance Measures

No performance measures reported for this area.

4.0 Additional Information

4.1(a) Tables: Department of Commerce – General Regulation

| | 1998 | 1999 | 2000 | 2001 | 2002 |
|--------------------------------------|--------------|--------------|--------------|------------------|--------------|
| Financing | Actual | Actual | Actual | Estimated | Analyst |
| General Fund | | | \$35,000 | | |
| Federal Funds | \$138,100 | \$141,700 | 141,400 | \$138,400 | \$138,400 |
| Dedicated Credits Revenue | 234,300 | 310,900 | 361,100 | 369,700 | 405,800 |
| GFR - Cert Nurse Midwife Ed. & Enf | | | | | 10,000 |
| GFR - Commerce Service | 13,068,200 | 13,525,400 | 14,179,900 | 14,756,000 | 14,747,800 |
| GFR - Factory Built Housing Fees | | | | | 104,400 |
| Real Estate Education and Recovery | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |
| Transfers | 45,000 | 26,400 | 330,000 | (163,900) | |
| Beginning Nonlapsing | 180,100 | 358,700 | 390,200 | 1,037,700 | 138,800 |
| Closing Nonlapsing | (358,700) | (390,200) | (1,037,700) | (138,800) | (138,900) |
| Lapsing Balance | (76,100) | (645,800) | (807,900) | | |
| Total = | \$13,232,900 | \$13,329,100 | \$13,594,000 | \$16,001,100 | \$15,408,300 |
| Programs | | | | | |
| Administration | \$1,278,500 | \$1,522,700 | \$1,545,600 | \$2,226,000 | \$1,473,400 |
| Occupational & Professional Licensii | 5,104,000 | 4,680,100 | 4,784,600 | 5,498,500 | 5,391,100 |
| Securities | 959,300 | 924,100 | 1,041,900 | 1,147,300 | 1,186,700 |
| Consumer Protection | 551,500 | 555,400 | 547,800 | 715,200 | 697,900 |
| Corporations and Commercial Code | 1,325,800 | 1,420,900 | 1,458,200 | 1,593,500 | 1,784,700 |
| Real Estate | 714,900 | 770,400 | 841,100 | 1,019,900 | 1,152,400 |
| Public Utilities | 2,546,400 | 2,681,500 | 2,676,700 | 2,922,000 | 2,858,600 |
| Committee of Consumer Services | 529,200 | 550,700 | 474,800 | 655,400 | 640,200 |
| Building Operations and Maintenance | 223,300 | 223,300 | 223,300 | 223,300 | 223,300 |
| Total = | \$13,232,900 | \$13,329,100 | \$13,594,000 | \$16,001,100 | \$15,408,300 |
| Expenditures | | | | | |
| Personal Services | \$9,891,100 | \$10,214,600 | \$10,699,000 | \$12,057,200 | \$12,000,400 |
| In-State Travel | 61,000 | 57,400 | 63,200 | 93,200 | 93,200 |
| Out of State Travel | 106,500 | 113,500 | 105,100 | 171,100 | 170,200 |
| Current Expense | 2,029,700 | 1,979,800 | 2,112,300 | 2,264,800 | 2,276,600 |
| DP Current Expense | 572,000 | 541,500 | 486,400 | 1,223,800 | 643,500 |
| DP Capital Outlay | 502,200 | 332,200 | 33,100 | 108,600 | 110,100 |
| Capital Outlay | 25,400 | 50,800 | 9,800 | 7,100 | |
| Other Charges/Pass Thru | 45,000 | 39,300 | 85,100 | 75,300 | 114,300 |
| Total = | \$13,232,900 | \$13,329,100 | \$13,594,000 | \$16,001,100 | \$15,408,300 |
| FTE/Other | | | | | |
| Total FTE | 234 | 237 | 240 | 239 | 243 |
| Vehicles | | | | 32 | 32 |

4.1(b) Tables: Department of Commerce – Real Estate Education

| Financing | 1998 Actual | 1999 Actual | 2000 Actual | 2001 Estimated | 2002 Analyst |
|------------------------------------|----------------|----------------|----------------|-------------------|-----------------|
| Dedicated Credits Revenue | \$2,500 | | | | |
| Real Estate Education and Recovery | 138,000 | \$141,400 | \$145,500 | \$148,600 | \$148,400 |
| Beginning Nonlapsing | | 2,600 | 23,500 | 17,100 | 9,000 |
| Closing Nonlapsing | (2,600) | (23,500) | (17,100) | (9,000) | |
| Total | \$137,900 | \$120,500 | \$151,900 | \$156,700 | \$157,400 |
| Programs | | | | | |
| Real Estate Education | \$137,900 | \$120,500 | \$151,900 | \$156,700 | \$157,400 |
| Total = | \$137,900 | \$120,500 | \$151,900 | \$156,700 | \$157,400 |
| Expenditures | | | | | |
| Personal Services | \$83,600 | \$89,800 | \$90,600 | \$92,400 | \$92,400 |
| In-State Travel | 2,200 | 200 | 100 | 2,800 | 2,800 |
| Out of State Travel | 4,900 | 2,400 | 4,000 | 4,600 | 4,600 |
| Current Expense | 47,200 | 28,000 | 56,500 | 52,400 | 50,800 |
| DP Current Expense | | 100 | 700 | 4,500 | 5,800 |
| Total | \$137,900 | \$120,500 | \$151,900 | \$156,700 | \$157,400 |
| FTE/Other | | | | | |
| Total FTE | 2 | 2 | 2 | 2 | 2 |

4.1(c) Tables: Department of Commerce-Division of Public Utilities-Professional and Technical Services

| | 1998 | 1999 | 2000 | 2001 | 2002 |
|-----------------------------------|-----------|-----------|-----------|------------------|-----------|
| Financing | Actual | Actual | Actual | Estimated | Analyst |
| GFR - Commerce Service | \$100,000 | \$100,000 | \$100,000 | \$100,000 | \$100,000 |
| Beginning Nonlapsing | 205,800 | 165,100 | 146,800 | 66,700 | 16,800 |
| Closing Nonlapsing | (165,100) | (146,900) | (66,700) | (16,800) | |
| Total | \$140,700 | \$118,200 | \$180,100 | \$149,900 | \$116,800 |
| - | | | | | |
| Programs | | | | | |
| Professional & Technical Services | \$140,700 | \$118,200 | \$180,100 | \$149,900 | \$116,800 |
| Total | \$140,700 | \$118,200 | \$180,100 | \$149,900 | \$116,800 |
| Expenditures | | | | | |
| Current Expense | \$140,700 | \$118,200 | \$180,100 | \$149,900 | \$116,800 |
| Total | \$140,700 | \$118,200 | \$180,100 | \$149,900 | \$116,800 |
| = | | | | | |
| FTE/Other | | | | | |

4.1(c) Tables: Department of Commerce--Committee of Consumer Services--Professional and Technical Services

| | 1998 | 1999 | 2000 | 2001 | 2002 |
|-----------------------------------|-----------|-----------|-----------|------------------|-----------|
| Financing | Actual | Actual | Actual | Estimated | Analyst |
| GFR - Commerce Service | \$235,000 | \$235,000 | \$335,000 | \$335,000 | \$335,000 |
| Transfers | | | | 163,900 | |
| Beginning Nonlapsing | 414,400 | 289,500 | 197,800 | 46,300 | |
| Closing Nonlapsing | (289,500) | (197,800) | (46,300) | | |
| Total | \$359,900 | \$326,700 | \$486,500 | \$545,200 | \$335,000 |
| Programs | | | | | |
| Professional & Technical Services | \$359,900 | \$326,700 | \$486,500 | \$545,200 | \$335,000 |
| Total | \$359,900 | \$326,700 | \$486,500 | \$545,200 | \$335,000 |
| Expenditures | | | | | |
| Out of State Travel | | \$1,600 | \$4,100 | | |
| Current Expense | \$359,900 | 325,100 | 482,400 | \$545,200 | \$335,000 |
| Total | \$359,900 | \$326,700 | \$486,500 | \$545,200 | \$335,000 |
| FTE/Other | | | | | |

4.2 Federal Funds: Department of Commerce

| Program | | FY 1999 Actual | FY 2000 Estimated | FY 2001 Analyst |
|------------------------------|--------------------------------|-------------------|----------------------|---------------------|
| Division of Public Utilities | Federal | \$141,700 | \$138,000 | \$138,400 |
| Pipe Safety Grant | Required State Match | 70,900 | 69,000 | 69,200 |
| | Total | 212,600 | 207,000 | 207,600 |
| TOTAL | Federal | 141,700 70,900 | 138,000 69,000 | 138,400 |
| | Required State Match_ Total | \$212,600 | \$207,000 | 69,200 \$207,600 |

Future Impact of Current Federal Fund Decisions Federal funding is minimal for this Department. The one federal fund grant has been relatively stable and there is no expectation that this will change in the foreseeable future.

4.3 Fees: Department of Commerce

The following pages are a listing of fees for Legislative approval.

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|---|------------|------------|------------|---------|-----------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| Occumational and Businessianal Licensine | | | | | |
| Occupational and Professional Licensing Certified Public Accountant | | | | | |
| | 75.00 | 75.00 | | | |
| Individual CPA Application Filing | 75.00 | 75.00 | | | |
| Individual License/ Certificate Renewal | 50.00 | 50.00 | | | |
| CPA Firm Application for Registration | 80.00 | 80.00 | | | |
| CPA Firm Registration Renewal | 40.00 | 40.00 | | | |
| Examination Record Fee | 30.00 | 30.00 | | | |
| Acupuncturist | | | | | |
| New Application | 100.00 | 100.00 | | | |
| Renewal | 50.00 | 50.00 | | | |
| Alarm Company | | | | | |
| FBI Fingerprint File Search | 24.00 | 24 or cost | | | |
| BCI Fingerprint File Search | 10.00 | 15 or cost | | | |
| Company Application Filing | 300.00 | 300.00 | | | |
| Company Renewal | 100.00 | 100.00 | | | |
| Agent Application Filing | 40.00 | 40.00 | | | |
| Agent Renewal | 20.00 | 20.00 | | | |
| Alternative Dispute Resolution Providers | | | | | |
| Application Filing | 75.00 | 75.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Architect | | | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Education and Enforcement Surcharge | 10.00 | 10.00 | | | |
| Boxing Commission | | | | | |
| Promoters - Application Filing | 100.00 | 100.00 | | | |
| Professional Contestant - License Renewal | 25.00 | 25.00 | | | |
| Professional Contestant - Application Filing | 25.00 | 25.00 | | | |
| Judges and Referees - License Renewal | 25.00 | 25.00 | | | |
| Judges and Referees - Application Filing | 25.00 | 25.00 | | | |
| Managers and Seconds - License Renewal | 25.00 | 25.00 | | | |
| Managers and Seconds - Application Filing | 25.00 | 25.00 | | | |
| Contest Registration Fee | 250.00 | 250.00 | | | |
| Promotions (percent of total) | 0.05 | 0.05 | | | |
| Audiologist | 0.03 | 0.03 | | | |
| Application Filing | 60.00 | 60.00 | | | |
| License Renewal | 35.00 | 35.00 | | | |
| Electise renewal | 33.00 | 33.00 | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|--|------------------|------------------|------------|---------|-----------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| Deception Detection | | | | | |
| FBI Fingerprint File Search | 24.00 | 24 or cost | | | |
| BCI Fingerprint File Search | 15 or cost | 15 or cost | | | |
| | | | | | |
| Examiner Application Filing | 40.00 | 40.00 | | | |
| Examiner Renewal | 20.00 | 20.00 | | | |
| Intern Application Filing | 25.00 | 25.00 | | | |
| Intern Renewal | 20.00 | 20.00 | | | |
| Dentist | 100.00 | 100.00 | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Anesthesia Upgrade | 50.00 | 50.00 | | | |
| Dental Hygienist | 7 0.00 | 5 0.00 | | | |
| Application Filing | 50.00 | 50.00 | | | |
| License Renewal | 25.00 | 25.00 | | | |
| Anesthesia Upgrade | 25.00 | 25.00 | | | |
| Certified Dietician | | | | | |
| Application Filing | 50.00 | 50.00 | | | |
| License Renewal | 25.00 | 25.00 | | | |
| Electrician | | | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Electrologist | | | | | |
| Application Filing | 40.00 | 40.00 | | | |
| License Renewal | 20.00 | 20.00 | | | |
| Professional Employer Organization | | | | | |
| Initial Application Fee | 2,000.00 | 2,000.00 | | | |
| Annual Renewal Fee | 2,000.00 | 2,000.00 | | | |
| Professional Engineer | | | | | |
| Professional Engineer - Application Filing | 100.00 | 100.00 | | | |
| Professional Engineer - License Renewal | 50.00 | 50.00 | | | |
| Professional Structural Engineer - Application Fi | | 100.00 | | | |
| Professional Structural Engineer - License Renev | | 50.00 | | | |
| Exam Record Fee | 30.00 | 30.00 | | | |
| Education and Enforcement Surcharge | 10.00 | 10.00 | | | |
| Environmental Health Scientist | 10.00 | 10.00 | | | |
| Application Filing | 50.00 | 50.00 | | | |
| License Renewal | 25.00 | 25.00 | | | |
| Funeral Services | 23.00 | 25.00 | | | |
| Director Application Filing | 150.00 | 150.00 | | | |
| Director License Renewal | 75.00 | 75.00 | | | |
| Apprentice Application Filing | 25.00 | 25.00 | | | |
| Apprentice Application Filling Apprentice License Renewal | 20.00 | 20.00 | | | |
| = = | | | | | |
| Establishment Application Filing Establishment License Renewal | 100.00 100.00 | 100.00 100.00 | | | |
| Establishment License Kenewai | 100.00 | 100.00 | | | |

| Department of Commerce Fee Title | Current FY 2000-01 | Proposed FY 2001-02 | Difference | FY 2001 Units | Projected Revenue |
|--|-----------------------|------------------------|--------------|------------------|----------------------|
| Health Care Assistant | | | | | |
| Application Filing | 20.00 | 20.00 | | | |
| License Renewal | 10.00 | 10.00 | | | |
| Health Facility Administrator | | | | | |
| Application Filing | 60.00 | 60.00 | | | |
| License Renewal | 40.00 | 40.00 | | | |
| Hearing Instrument Specialist | | | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Hearing Instrument Intern | | | | | |
| Application Filing | 25.00 | 25.00 | | | |
| Landscape Architects | | | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 60.00 | 10.00 | 256.00 | 2,560.00 |
| Examination Fee Record | 30.00 | 30.00 | | | |
| Education and Enforcement Surcharge | 10.00 | 10.00 | | | |
| Professional Land Surveyor | | | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Fundamentals of Land Surveying Examination R | 30.00 | 30.00 | | | |
| Education and Enforcement Surcharge | 10.00 | 10.00 | | | |
| Factory Built Housing | | | | | |
| Dealer - Application Filing | 30.00 | 30.00 | | | |
| Dealer - License Renewal | 30.00 | 30.00 | | | |
| On-site plant inspection | 50/hr+exp | 50/hr+exp | | | |
| Education and Enforcement Fee | 75.00 | 75.00 | | | |
| Marriage and Family Therapist | | | | | |
| Application Filing | 75.00 | 75.00 | | | |
| License Renewal | 65.00 | 65.00 | | | |
| Coursework Review Fee | 25.00 | 25.00 | | | |
| Massage | | | | | |
| Therapist - Application Filing | 50.00 | 89.00 | <u>39.00</u> | 700.00 | 27,300.00 |
| Therapist - License Renewal | 40.00 | 40.00 | | | |
| Apprentice - Application Filing | 25.00 | 25.00 | | | |
| Apprentice - License Renewal | 25.00 | 25.00 | | | |
| Naturopathic Physician | | | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| | | | | | |

| Department of Commerce Fee Title | Current FY 2000-01 | Proposed FY 2001-02 | Difference | FY 2001 Units | Projected Revenue |
|---|-----------------------|-------------------------|----------------|------------------|----------------------|
| ree Title | F 1 2000-01 | F 1 2001-02 | Difference | Units | Revenue |
| Nurses | | | | | |
| Licensed Practical Nurse (L.P.N.) - Application I | 50.00 | 50.00 | | | |
| Licensed Practical Nurse (L.P.N.) - License Rene | 40.00 | 40.00 | | | |
| Registered Nurse (R.N.) - Application Filing | 50.00 | 50.00 | | | |
| Registered Nurse (R.N.) - License Renewal | 40.00 | 40.00 | | | |
| Advanced Practice R.N Application Filing | 60.00 | 90.00 | <u>30.00</u> | <u>205.00</u> | <u>6,150.00</u> |
| Advanced Practice R.N License Renewal | 40.00 | <u>50.00</u> | <u>10.00</u> | <u>659.00</u> | <u>6,590.00</u> |
| Advanced Practice R.N Intern Application | 25.00 | 25.00 | | | |
| Certified Nurse Anesthetist - Application Filing | 60.00 | 90.00 | 30.00 | 14.00 | 420.00 |
| Certified Nurse Anesthetist - License Renewal | 40.00 | 50.00 | <u>10.00</u> | <u>143.00</u> | <u>1,430.00</u> |
| Educational Program approval/Initial site visit | 500.00 | 500.00 | | | |
| Educational Program approval/Follow-up site vis | 250.00 | 250.00 | | | |
| Occupational Therapist | 60.00 | 60.00 | | | |
| Occupational Therapist - Application Filing | 60.00 | 60.00 | | | |
| Occupational Therapist - License Renewal | 35.00 | 35.00 | | | |
| Occupational Therapist Assistant - Application F | 60.00 | 60.00 | | | |
| Occupational Therapist Assistant - License Rene | 35.00 | 35.00 | | | |
| Optometrist | 100.00 | 120.00 | 20.00 | 22.00 | c00 00 |
| Application Filing License Renewal | 100.00 | 130.00 | <u>30.00</u> | 23.00 | 690.00 |
| | 50.00 | 80.00 | <u>30.00</u> | <u>329.00</u> | <u>9,870.00</u> |
| Osteopathic Physician & Surgeon | 150.00 | 190.00 | 20.00 | 22.00 | 600.00 |
| Application Filing License Renewal | 100.00 | $\frac{180.00}{120.00}$ | 30.00 20.00 | 23.00 175.00 | 690.00 3,500.00 |
| Pharmacy | 100.00 | 120.00 | <u>20.00</u> | 173.00 | <u>3,300.00</u> |
| Pharmacist - Application Filing | 100.00 | 100.00 | | | |
| Pharmacist - License Renewal | 50.00 | 50.00 | | | |
| Pharmacy Intern - Application Filing | 25.00 | 25.00 | | | |
| Pharmacy - Application Filing | 100.00 | 100.00 | | | |
| Pharmacy - License Renewal | 50.00 | 50.00 | | | |
| Pharmaceutical Manufacturer - Application Filing | | 100.00 | | | |
| Pharmaceutical Manufacturer - License Renewal | 50.00 | 50.00 | | | |
| Pharmaceutical Wholesaler/Distributor - Applica | 100.00 | 100.00 | | | |
| Pharmaceutical Wholesaler/Distributor - License | 50.00 | 50.00 | | | |
| Veterinary Pharmaceutical Outlet - Application F | | 100.00 | | | |
| Veterinary Pharmaceutical Outlet - License Rene | | 50.00 | | | |
| Pharmaceutical Researcher - Application Filing | 100.00 | 100.00 | | | |
| Pharmaceutical Researcher - License Renewal | 50.00 | 50.00 | | | |
| Pharmaceutical Dog Trainer - Application Filing | 100.00 | 100.00 | | | |
| Pharmaceutical Dog Trainer - License Renewal | 50.00 | 50.00 | | | |
| Pharmaceutical Teaching Organization - Applica | 100.00 | 100.00 | | | |
| Pharmaceutical Teaching Organization - License | 50.00 | 50.00 | | | |
| Euthanasia Agency - Application Filing | 100.00 | 100.00 | | | |
| Euthanasia Agency - License Renewal | 50.00 | 50.00 | | | |
| , | | 2 3 3 9 | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|--|-----------------|-----------------|--------------|-----------------|-------------------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| Analytical Laboratory - Application Filing | 100.00 | 100.00 | | | |
| Analytical Laboratory - Application Filing Analytical Laboratory - License Renewal | 50.00 | 50.00 | | | |
| Pharmacy Technician Application Fee | 50.00 | 50.00 | | | |
| 1 == == == == == == == == == == == == == | | | | | |
| Pharmacy Technician License Renewal | 35.00 | 35.00 100.00 | | | |
| Pharmaceutical Administration Application Filing | 100.00 50.00 | | | | |
| Pharmaceutical Admin. License Renewal | 30.00 | 50.00 | | | |
| Physical Therapist | 60.00 | 60.00 | | | |
| Application Filing | 60.00 | 60.00 | | | |
| License Renewal | 35.00 | 35.00 | | | |
| Physician/Surgeon | 150.00 | 100.00 | 20.00 | 40.4.00 | 12 120 00 |
| Application Filing | 150.00 | 180.00 | <u>30.00</u> | 404.00 | <u>12,120.00</u> |
| License Renewal | 100.00 | <u>120.00</u> | <u>20.00</u> | <u>6,485.00</u> | <u>129,700.00</u> |
| Physician Assistant | 400.00 | 120.00 | ••• | 0.4.00 | • |
| Application Filing | 100.00 | 130.00 | 30.00 | <u>96.00</u> | <u>2,880.00</u> |
| License Renewal | 50.00 | <u>75.00</u> | <u>25.00</u> | <u>344.00</u> | 8,600.00 |
| Plumber | | | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Podiatric Physcian | | | | | |
| Application Filing | 100.00 | <u>130.00</u> | <u>30.00</u> | <u>14.00</u> | <u>420.00</u> |
| License Renewal | 50.00 | 80.00 | <u>30.00</u> | <u>167.00</u> | <u>5,010.00</u> |
| Pre-Need Funeral Arrangement | | | | | |
| Provider - Application Filing | 100.00 | 100.00 | | | |
| Provider - License Renewal | 50.00 | 50.00 | | | |
| Sales Agent - Application Filing | 40.00 | 40.00 | | | |
| Sales Agent - License Renewal | 30.00 | 30.00 | | | |
| Private Probation Provider | | | | | |
| Application Filing | 75.00 | 75.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Professional Counselor | | | | | |
| Application Filing | 75.00 | 75.00 | | | |
| License Renewal | 65.00 | 65.00 | | | |
| Coursework Review Fee | 25.00 | 25.00 | | | |
| Psychologist | | | | | |
| Psychologist - Application Filing | 100.00 | 100.00 | | | |
| Psychologist - License Renewal | 50.00 | 50.00 | | | |
| Radiology Technologist/Practical Technician | | | | | |
| Application Filing | 60.00 | 60.00 | | | |
| License Renewal | 35.00 | 35.00 | | | |
| Recreational Therapist | 22.00 | 32.00 | | | |
| Master/Therapeutic Recreation Specialist - Appli | 60.00 | 60.00 | | | |
| Master/Therapeutic Recreation Specialist - Licen | | 35.00 | | | |
| Therapeutic Recreation Technician - Application | | 60.00 | | | |
| Therapeutic Recreation Technician - License Rer | | 35.00 | | | |
| Instapedae Recreation Technician Electise Ref | 33.00 | 33.00 | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|--|------------|------------|------------|---------|-----------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| | | | | | |
| Residence Lien Recovery Fund Registrants | | | | | |
| Initial Assessment | 195.00 | 195.00 | | | |
| Noncontractor Registration | 25.00 | 25.00 | | | |
| Post-claim laborer assessment | 20.00 | 20.00 | | | |
| Claim Application Fee - Nonlaborers | 75.00 | 75.00 | | | |
| Claim Application Fee - Laborers | 15.00 | 15.00 | | | |
| Reinstatement of Lapsed Registration | 100.00 | 100.00 | | | |
| Respiratory Care Practitioner | | | | | |
| Application Filing | 50.00 | 50.00 | | | |
| License Renewal | 40.00 | 40.00 | | | |
| Security Services | | | | | |
| FBI Fingerprint File Search | 24.00 | 24 or cost | | | |
| BCI Fingerprint File Search | 15 or cost | 15 or cost | | | |
| Contract Security Company Application Filing | 300.00 | 300.00 | | | |
| Contract Security Company Renewal | 100.00 | 100.00 | | | |
| Replace/Change Qualifier | 40.00 | 40.00 | | | |
| Education Program Approval | 300.00 | 300.00 | | | |
| Education Program Approval Renewal | 100.00 | 100.00 | | | |
| Alarm Response Runner Application Filing | 40.00 | 40.00 | | | |
| Alarm Response Runner Renewal | 20.00 | 20.00 | | | |
| Armed Private Security Officer Application Filin | 40.00 | 40.00 | | | |
| Armed Private Security Officer Renewal | 20.00 | 20.00 | | | |
| Unarmed Private Security Officer Application Fi | | 40.00 | | | |
| Unarmed Private Security Officer Renewal | 20.00 | 20.00 | | | |
| Social Work | | | | | |
| Clinical Social Worker - Application Filing | 75.00 | 75.00 | | | |
| Clinical Social Worker - License Renewal | 65.00 | 65.00 | | | |
| Certified Social Worker - Application Filing | 75.00 | 75.00 | | | |
| Certified Social Worker - License Renewal | 65.00 | 65.00 | | | |
| Social Service Worker - Application Filing | 75.00 | 75.00 | | | |
| Social Service Worker - License Renewal | 65.00 | 65.00 | | | |
| Speech Pathologist/Audiologist | | | | | |
| Speech Pathologist - Application Filing | 60.00 | 60.00 | | | |
| Speech Pathologist - License Renewal | 35.00 | 35.00 | | | |
| Audiologist - Application Filing | 60.00 | 60.00 | | | |
| Audiologist - License Renewal | 35.00 | 35.00 | | | |
| Licensed Substance Abuse Counselor | 33.00 | 33.00 | | | |
| Application Filing | 75.00 | 75.00 | | | |
| License Renewal | 65.00 | 65.00 | | | |
| Veterinarian | 05.00 | 05.00 | | | |
| Application Filing | 100.00 | 100.00 | | | |
| License Renewal | 50.00 | 50.00 | | | |
| Veterinarian Intern | 30.00 | 50.00 | | | |
| Application Filing | 25.00 | 25.00 | | | |
| Application i ming | 23.00 | 23.00 | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|---|------------|------------------|---------------|--------------|-----------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| Securities Division | | | | | |
| Securities Registration | | | | | |
| Qualification Registration | 300.00 | 300.00 | | | |
| Coordinated Registration | 300.00 | 300.00 | | | |
| Notification Registration | 300.00 | 300.00 | | | |
| Securities Exemptions | | | | | |
| Investment Companies | 500.00 | 500.00 | | | |
| All Other Securities Exemptions | 60.00 | 60.00 | | | |
| Transactional Exemptions | | | | | |
| Transactional Exemptions | 60.00 | 60.00 | | | |
| No-action and Interpretative Opinions | 120.00 | 120.00 | | | |
| Licensing | | | | | |
| Agent | 45.00 | 45.00 | | | |
| Broker/Dealer | 75.00 | 75.00 | | | |
| Investment Adviser (new and renewal) | 75.00 | 75.00 | | | |
| Investment Adviser Representative (new and rene | | 30.00 | | | |
| Certified Dealer | 2 3 3 3 | | | | |
| New and Renewal | 500.00 | 500.00 | | | |
| Covered Securities Notice Filings | | | | | |
| Investment Companies | 500.00 | 500.00 | | | |
| All Other Covered Securities | 60.00 | 60.00 | | | |
| Federal Covered Adviser | 33.33 | 00.00 | | | |
| New and Renewal | 75.00 | 75.00 | | | |
| Consumer Protection Division | | | | | |
| Charitable Solicitation Act | | | | | |
| Charity | 100.00 | 100.00 | | | |
| Professional Fund Raiser | 250.00 | 250.00 | | | |
| Telephone Solicitation | 230.00 | 230.00 | | | |
| Telemarketing Registration | 50.00 | 250.00 | 200.00 | 30.00 | 6.000.00 |
| Health Spa | 100.00 | 100.00 | <u>200.00</u> | <u>30.00</u> | 0,000.00 |
| Credit Services Organization | 50.00 | 100.00 100.00 | <u>50.00</u> | 12.00 | 600.00 |
| Business Opportunity Disclosure Register | 50.00 | 100.00 | <u>50.00</u> | 12.00 | 000.00 |
| Exempt | 100.00 | 100.00 | | | |
| Approved | 200.00 | 200.00 | | | |
| Personal Introduction Service | 100.00 | 100.00 | | | |
| 1 Cisonal Indoduction Sci vice | 100.00 | 100.00 | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|--|------------|------------|------------|---------|-----------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| Cornerations and Commercial Code | | | | | |
| Corporations and Commercial Code Articles of Incorporation | | | | | |
| Domestic Profit | 50.00 | 50.00 | | | |
| Domestic Nonprofit | 20.00 | 20.00 | | | |
| • | 50.00 | 50.00 | | | |
| Foreign Profit | 20.00 | 20.00 | | | |
| Foreign Nonprofit | | | | | |
| Corporate Sole | 20.00 | 20.00 | | | |
| Requalification/Reinstatement | 50.00 | 50.00 | | | |
| Profit | 50.00 | 50.00 | | | |
| Nonprofit | 20.00 | 20.00 | | | |
| Changes of Corporate Status | 25.00 | 25.00 | | | |
| Amend/Restate/Merge - Profit | 25.00 | 25.00 | | | |
| Amend/Restate/Merge - Nonprofit | 15.00 | 15.00 | | | |
| Amendment - Foreign | 35.00 | 35.00 | | | |
| Annual Report | | | | | |
| Profit | 10.00 | 10.00 | | | |
| Nonprofit | 5.00 | 5.00 | | | |
| Limited Partnership | 10.00 | 10.00 | | | |
| Limited Liability Company | 10.00 | 10.00 | | | |
| Change Form | 10.00 | 10.00 | | | |
| Late Fee | 10.00 | 10.00 | | | |
| Certification | | | | | |
| Corporate Standing - In House | 10.00 | 10.00 | | | |
| Corporate Standing - Long Form | 20.00 | 20.00 | | | |
| Corporation Search | | | | | |
| In House | 10.00 | 10.00 | | | |
| Limited Partnership | | | | | |
| Certificate | 50.00 | 50.00 | | | |
| Reinstate/Requalify | 50.00 | 50.00 | | | |
| Amend/Restate/Merge | 25.00 | 25.00 | | | |
| DBA | | | | | |
| Registration | 20.00 | 20.00 | | | |
| Renewals | 20.00 | 20.00 | | | |
| Trademark | | | | | |
| Registration | 20.00 | 20.00 | | | |
| Assignments | 5.00 | 5.00 | | | |
| Renewals | 20.00 | 20.00 | | | |
| Limited Liability Company | _0.00 | 20.00 | | | |
| Articles of Organization | 50.00 | 50.00 | | | |
| Reinstate/Requalify | 50.00 | 50.00 | | | |
| Amend/Merge | 35.00 | 35.00 | | | |
| 1 mond/morge | 33.00 | 33.00 | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|------------------------------------|------------|------------|------------|---------|-----------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| Miscellaneous Transactions | | | | | |
| Summons | 10.00 | 10.00 | | | |
| Out of State Motorist Summons | 5.00 | 5.00 | | | |
| Collection Agency Bond | 30.00 | 30.00 | | | |
| Foreign Name Registration | 20.00 | 20.00 | | | |
| Statement of Certification | 10.00 | 10.00 | | | |
| Corporation Name Reservation | 20.00 | 20.00 | | | |
| Telecopier Transmittal | 5.00 | 5.00 | | | |
| Telecopier Transmittal (per page) | 1.00 | 1.00 | | | |
| Commercial Code Lien Filings | | | | | |
| UCC Filings with or without ID | 10.00 | 10.00 | | | |
| Assignment/Amendment | 10.00 | 10.00 | | | |
| CFS - 1 | 10.00 | 10.00 | | | |
| CFS - 3 | 10.00 | 10.00 | | | |
| CFS - 2 | 5.00 | 5.00 | | | |
| CFS - 4 | 25.00 | 25.00 | | | |
| Lien Search | | | | | |
| Search | 10.00 | 10.00 | | | |
| Notary | | | | | |
| Bond and Certificate | 20.00 | 20.00 | | | |
| Bond Rider | 5.00 | 5.00 | | | |
| Certificate | 5.00 | 5.00 | | | |
| Workshop Registration | 10.00 | 10.00 | | | |
| Digital Signatures | | | | | |
| Certification Authority Licensing | 500.00 | 500.00 | | | |
| Recognition of repository | 250.00 | 250.00 | | | |
| Real Estate Division | | | | | |
| Broker/Sales Agent | | | | | |
| New Application (2 year) | 100.00 | 100.00 | | | |
| Finger printing | 39 or cost | 39 or cost | | | |
| Renewal | 50.00 | 50.00 | | | |
| Appraisers | | | | | |
| Licensed & Certified - Application | 200.00 | 200.00 | | | |
| Licensed & Certified - Renewal | 200.00 | 200.00 | | | |
| Registered Appraisers - Renewal | 200.00 | 200.00 | | | |
| National Register (Pass through) | 50.00 | 50 or cost | | | |
| Temporary Permit | 100.00 | 100.00 | | | |
| Appraiser Expert Witness Fees | 200.00 | 200.00 | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|--|-------------|---------------|---------------|-----------------|-------------------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| | | | | | |
| Residential Mortgage Providers | | | | | |
| Entities (per 2 years) | <u>0.00</u> | <u>200.00</u> | <u>200.00</u> | <u>150.00</u> | <u>30,000.00</u> |
| <u>Individuals (per 2 years)</u> | <u>0.00</u> | <u>200.00</u> | <u>200.00</u> | <u>1,500.00</u> | <u>300,000.00</u> |
| Criminal Background Check (1st Reg. Only) | <u>0.00</u> | <u>39.00</u> | <u>39.00</u> | <u>1,650.00</u> | <u>64,350.00</u> |
| Miscellaneous | | | | | |
| Activation | 15.00 | 15.00 | | | |
| New Company | 25.00 | 25.00 | | | |
| Branch Office | 25.00 | 25.00 | | | |
| Company Broker Change | 15.00 | 15.00 | | | |
| Service Fees | | | | | |
| Duplicate License | 10.00 | 10.00 | | | |
| Certifications/Histories (up to 5 years) | 10.00 | 10.00 | | | |
| Certifications/Histories (more than 5 years) | 50.00 | 50.00 | | | |
| License/Registration Reinstatement | 50.00 | 50.00 | | | |
| No Action Letter | 120.00 | 120.00 | | | |
| Subdivided Land | | | | | |
| Exemption - HUD | 100.00 | 100.00 | | | |
| Exemption - Water Corporation | 50.00 | 50.00 | | | |
| Temporary Permit | 100.00 | 100.00 | | | |
| Application | 500.00+ | 500.00+ | | | |
| per unit charge over 30 | 3.00 | 3.00 | | | |
| Inspection Deposit | 300.00 | 300.00 | | | |
| Consolidation | 200.00+ | 200.00+ | | | |
| per unit charge | 3.00 | 3.00 | | | |
| Renewal Report | 200.00 | 200.00 | | | |
| Timeshare and Camp Resort | | | | | |
| Salesperson - New and Renewal | 50.00 | 50.00 | | | |
| Registration | 500.00+ | 500.00+ | | | |
| per unit charge over 100 | 3.00 | 3.00 | | | |
| Inspection Deposit | 300.00 | 300.00 | | | |
| Consolidation | 200.00+ | 200.00+ | | | |
| per unit charge | 3.00 | 3.00 | | | |
| Temporary Permit | 100.00 | 100.00 | | | |
| Renewal Report | 200.00 | 200.00 | | | |
| Supplementary Filing Fee | 200.00 | 200.00 | | | |
| | | | | | |

| Department of Commerce | Current | Proposed | | FY 2001 | Projected |
|---|------------|------------|------------|---------|-----------|
| Fee Title | FY 2000-01 | FY 2001-02 | Difference | Units | Revenue |
| Real Estate Education | | | | | |
| Broker/Dealer | 1.00 | 1.00 | | | |
| Agent | 1.00 | 1.00 | | | |
| Certifications | | | | | |
| Real Estate Prelicense Course Certification | 25.00 | 25.00 | | | |
| Appraiser Prelicense Course Certification | 25.00 | 25.00 | | | |
| Real Estate Continuing Ed. Course Certification | 35.00 | 35.00 | | | |
| Real Estate Prelicense Instructor Certification | 15.00 | 15.00 | | | |
| Real Estate Continuing Ed. Instructor Certification | 15.00 | 15.00 | | | |
| Appraiser Prelicense Instructor Certification | 15.00 | 15.00 | | | |
| TOTAL NEW UNITS AND REVENUE | | | | 14,034 | \$634,025 |